## **General Information**

NAIC#	19275				
27. What is you	r standard pre-existing condition	on waiting p	eriod?	0	
,	ompany registered with the Cer ue their Medigap Compare webs		dicare and Med	dicaid Services to	
If Yes, who	o at your company handles? Na	ame:			
Phone					
29. What is you	ır best A.M. rating (as of March	ı 1, 2002)?	A+		
	vay to query your database sys ed under their 6-month Open Er			r individuals were	
If Yes, how	v many of all policyholders 3/1/	2002?	0		
If Yes, who	o at your company would we co	ontact for fu	uture queries?		
Name					
Phone					
	yay to query your database sys ed under Balanced Budget Act (				
If Yes, hov	v many of all policyholders 3/1/	2002?	0		
Of these, h	now may were under 65 at time	of issue?		0	
If Yes, who	o at your company would we co	ontact for fu	uture queries?		
Name					
Phone					

Thursday, September 19, 2002 Page 1 of 33

NAIC#	25178		
27. What is yoเ	ur standard pre-existing condition waiti	ng period? 0	
,	ompany registered with the Centers for he their Medigap Compare website?	Medicare and Medicaid Service	es to
If Yes, wh	no at your company handles? Name:	Wendy Short	(309) 735-8480
Phone w	vendy.short.i9vr@statefar		
29. What is yo	ur best A.M. rating (as of March 1, 200	2)? A++	
	way to query your database system to ed under their 6-month Open Entrollme		were $\square$
If Yes, ho	w many of all policyholders 3/1/2002?	0	
If Yes, wh	no at your company would we contact f	or future queries?	
Name			
Phone			
	way to query your database system to led under Balanced Budget Act Guarant		
If Yes, ho	w many of all policyholders 3/1/2002?	0	
Of these,	how may were under 65 at time of issu	e? 0	
If Yes, wh	no at your company would we contact f	or future queries?	
Name			
Phone			

Thursday, September 19, 2002 Page 2 of 33

NAIC#	28207				
27. What is you	standard pre-existing co	ndition waiting perio	d?	0	
	mpany registered with the their Medigap Compare		re and Medicai	d Services to	
If Yes, who	at your company handle	s? Name:			
Phone					
29. What is you	best A.M. rating (as of N	March 1, 2002)? A-			
	ay to query your databas d under their 6-month Op	,		ividuals were	<b>V</b>
If Yes, how	many of all policyholders	3/1/2002?	37756		
If Yes, who	at your company would	we contact for future	e queries?		
Name	Tonia Jacks	son (317) 287-561	19		
Phone To	nia.Jackson@Anthem	.co			
	ay to query your databas d under Balanced Budget				<b>V</b>
If Yes, how	many of all policyholders	3/1/2002?	22360		
Of these, h	ow may were under 65 a	t time of issue?	0		
If Yes, who	at your company would	we contact for future	e queries?		
Name	Tonia Jacks	on (317) 287-561	19		
Phone To	nia.Jackson@Anthem	.co			

Thursday, September 19, 2002 Page 3 of 33

NAIC#	56014		
27. What is you	ur standard pre-existing condition waiting po	eriod? 0	
	ompany registered with the Centers for Med ne their Medigap Compare website?	dicare and Medicaid Service	s to
If Yes, wh	o at your company handles? Name:	Chris VanGheem	(920) 628-5529
Phone C	Chris_Vangheem@aal.org		
29. What is you	ur best A.M. rating (as of March 1, 2002)?	A++Superior	
	way to query your database system to deter ed under their 6-month Open Entrollment pe		vere
If Yes, how	w many of all policyholders 3/1/2002?	0	
If Yes, wh	o at your company would we contact for fu	ture queries?	
Name			
Phone			
	way to query your database system to deter ed under Balanced Budget Act Guarantee Is		
If Yes, how	w many of all policyholders 3/1/2002?	0	
Of these,	how may were under 65 at time of issue?	0	
If Yes, wh	no at your company would we contact for fu	ture queries?	
Name			
Phone			

Thursday, September 19, 2002 Page 4 of 33

NAIC#	56383	_	
27. What is you	ur standard pre-existing condition wait	ing period? 0	
,	ompany registered with the Centers for their Medigap Compare website?	or Medicare and Medicaid Service	es to
If Yes, who	o at your company handles? Name:	Kelly Marullo	(614) 228-3276
Phone kr	marullo@uct.org		
29. What is you	ur best A.M. rating (as of March 1, 20	<sub>02)?</sub> C+	
	vay to query your database system to ed under their 6-month Open Entrollm		were $\square$
If Yes, how	w many of all policyholders 3/1/2002?	0	
If Yes, wh	o at your company would we contact	for future queries?	
Name			
Phone			
	vay to query your database system to ed under Balanced Budget Act Guarar		
If Yes, how	w many of all policyholders 3/1/2002?	0	
Of these, I	how may were under 65 at time of iss	ue? 0	
If Yes, wh	o at your company would we contact	for future queries?	
Name			
Phone			

Thursday, September 19, 2002 Page 5 of 33

NAIC#	60593	•	
27. What is you	r standard pre-existing condition waitir	ng period?	)
,	mpany registered with the Centers for e their Medigap Compare website?	Medicare and Medicaid Serv	vices to
If Yes, who	o at your company handles? Name:		
Phone			
29. What is you	r best A.M. rating (as of March 1, 2002	<sub>2)?</sub> B+	
	vay to query your database system to c d under their 6-month Open Entrollmer		lls were
If Yes, how	v many of all policyholders 3/1/2002?	0	
If Yes, who	o at your company would we contact fo	or future queries?	
Name			
Phone			
	vay to query your database system to c ed under Balanced Budget Act Guarant		
If Yes, how	v many of all policyholders 3/1/2002?	0	
Of these, h	now may were under 65 at time of issu	e? 0	
If Yes, who	o at your company would we contact fo	or future queries?	
Name			
Phone			

Thursday, September 19, 2002 Page 6 of 33

NAIC# 60836	
27. What is your standard pre-existing condition waiting period?	
28. Has your company registered with the Centers for Medicare and Medicaid Services to participate in the their Medigap Compare website?	✓
If Yes, who at your company handles? Name: Susan Dop (515)	245-2034
Phone Susan_Dop@avic.com	
29. What is your best A.M. rating (as of March 1, 2002)? A-	
30. Is there a way to query your database system to determine whether individuals were guarantee issued under their 6-month Open Entrollment period?	✓
If Yes, how many of all policyholders 3/1/2002?	
If Yes, who at your company would we contact for future queries?	
Name Gail Lawrence (515) 245-2348	
Phone Gail_Lawrence@avic.com	
31. Is there a way to query your database system to determine whether individuals were guarantee issued under Balanced Budget Act Guarantee Issue Protection (i.e. lost other insurance)?	
If Yes, how many of all policyholders 3/1/2002?	
Of these, how may were under 65 at time of issue?	
If Yes, who at your company would we contact for future queries?	
Name	
Phone	

Thursday, September 19, 2002 Page 7 of 33

NAIC# 61239 0 27. What is your standard pre-existing condition waiting period? **✓** 28. Has your company registered with the Centers for Medicare and Medicaid Services to participate in the their Medigap Compare website? If Yes, who at your company handles? Name: Jill M. Jones (404) 266-5657 Phone jjones@atlam.com 29. What is your best A.M. rating (as of March 1, 2002)? B++ **~** 30. Is there a way to query your database system to determine whether individuals were guarantee issued under their 6-month Open Entrollment period? If Yes, how many of all policyholders 3/1/2002? 60 If Yes, who at your company would we contact for future queries? Name Jill M. Jones (404) 266-5657 Phone jjones@atlam.com **V** 31. Is there a way to query your database system to determine whether individuals were guarantee issued under Balanced Budget Act Guarantee Issue Protection (i.e. lost other insurance)? If Yes, how many of all policyholders 3/1/2002? 18 Of these, how may were under 65 at time of issue? 5 If Yes, who at your company would we contact for future queries? Name Jill M. Jones (404) 266-5657 Phone jjones@atlam.com

Thursday, September 19, 2002 Page 8 of 33

NAIC#	61751				
27. What is y	our standard pre-existing	condition waiting p	eriod?	6	
,	company registered with the their Medigap Compa		dicare and Medio	caid Services to	
If Yes, w	vho at your company han	dles? Name:			
Phone					
29. What is y	our best A.M. rating (as	of March 1, 2002)?	A-		
	a way to query your datal sued under their 6-month	,		ndividuals were	
If Yes, h	low many of all policyhold	lers 3/1/2002?	0		
If Yes, w	vho at your company wou	uld we contact for fu	uture queries?		
Name					
Phone					
	a way to query your datal sued under Balanced Bud				
If Yes, h	now many of all policyhold	lers 3/1/2002?	0		
Of these	e, how may were under 6	5 at time of issue?		0	
If Yes, w	vho at your company wou	uld we contact for fu	uture queries?		
Name					
Phone					

Thursday, September 19, 2002 Page 9 of 33

NAIC#	62146	
27. What is you	ur standard pre-existing condition waiting	g period?
	ompany registered with the Centers for N ne their Medigap Compare website?	Medicare and Medicaid Services to
If Yes, who	o at your company handles? Name:	
Phone		
29. What is you	ur best A.M. rating (as of March 1, 2002)	)? <b>A</b>
	way to query your database system to de ed under their 6-month Open Entrollment	
If Yes, how	w many of all policyholders 3/1/2002?	0
If Yes, wh	o at your company would we contact for	r future queries?
Name		
Phone		
	vay to query your database system to de ed under Balanced Budget Act Guarantee	
If Yes, how	w many of all policyholders 3/1/2002?	0
Of these, I	how may were under 65 at time of issue	? 0
If Yes, wh	o at your company would we contact for	r future queries?
Name		
Phone		

Thursday, September 19, 2002 Page 10 of 33

NAIC#	62286		
27. What is you	r standard pre-existing condition waiting peri	iod?	
	mpany registered with the Centers for Medic e their Medigap Compare website?	are and Medicaid Services to	✓
If Yes, who	o at your company handles? Name:	Shirley Perry (618)	943-8000
Phone sa	aperry@goldenrule.com		
29. What is you	r best A.M. rating (as of March 1, 2002)? F	4	
	vay to query your database system to determed under their 6-month Open Entrollment peri		
If Yes, how	v many of all policyholders 3/1/2002?	0	
If Yes, who	o at your company would we contact for futu	re queries?	
Name			
Phone			
	vay to query your database system to determed under Balanced Budget Act Guarantee Issi		
If Yes, how	v many of all policyholders 3/1/2002?	0	
Of these, h	now may were under 65 at time of issue?	0	
If Yes, who	o at your company would we contact for futu	re queries?	
Name			
Phone			

Thursday, September 19, 2002 Page 11 of 33

NAIC#	63479				
27. What is yo	ur standard pre-existi	ng condition waiting p	period?	6	
,	ompany registered w he their Medigap Com		edicare and Medi	caid Services to	
If Yes, wh	no at your company ha	andles? Name:			
Phone					
29. What is yo	ur best A.M. rating (a	s of March 1, 2002)?	A-		
	way to query your da led under their 6-mon	,		ndividuals were	
If Yes, ho	w many of all policyho	olders 3/1/2002?	0		
If Yes, wi	no at your company w	ould we contact for f	uture queries?		
Name					
Phone					
	way to query your da led under Balanced Bi				
If Yes, ho	w many of all policyho	olders 3/1/2002?	0		
Of these,	how may were under	65 at time of issue?		0	
If Yes, wi	no at your company w	ould we contact for f	uture queries?		
Name					
Phone					

Thursday, September 19, 2002 Page 12 of 33

NAIC#	64130	
27. What is you	ır standard pre-existing condition waiting pe	eriod? 6
	ompany registered with the Centers for Med ne their Medigap Compare website?	dicare and Medicaid Services to
If Yes, who	o at your company handles? Name:	
Phone		
29. What is you	ur best A.M. rating (as of March 1, 2002)?	A+
	way to query your database system to deter ed under their 6-month Open Entrollment pe	
If Yes, how	v many of all policyholders 3/1/2002?	0
If Yes, who	o at your company would we contact for fu	ture queries?
Name		
Phone		
	vay to query your database system to deter ed under Balanced Budget Act Guarantee Is	
If Yes, hov	w many of all policyholders 3/1/2002?	0
Of these, h	how may were under 65 at time of issue?	0
If Yes, who	o at your company would we contact for fu	ture queries?
Name		
Phone		

Thursday, September 19, 2002 Page 13 of 33

NA	IC# 64211				
27.	What is your standard pre-existing co	ndition waiting p	eriod?	0	
	Has your company registered with th icipate in the their Medigap Compare		dicare and Medicai	d Services to	
	If Yes, who at your company handle	s? Name:			
	Phone				
29.	What is your best A.M. rating (as of N	March 1, 2002)?	A-		
	Is there a way to query your databas cantee issued under their 6-month Op	,		ividuals were	
	If Yes, how many of all policyholders	3/1/2002?	0		
	If Yes, who at your company would	we contact for fu	uture queries?		
	Name				
	Phone				
gua	Is there a way to query your databas rantee issued under Balanced Budgel rance)?				
	If Yes, how many of all policyholders	3/1/2002?	0		
	Of these, how may were under 65 a	t time of issue?	0		
	If Yes, who at your company would	we contact for fu	uture queries?		
	Name				
	Phone				

Thursday, September 19, 2002 Page 14 of 33

NAIC#	65536	
27. What is you	ır standard pre-existing condition waiting pe	eriod? 0
	ompany registered with the Centers for Med ne their Medigap Compare website?	licare and Medicaid Services to
If Yes, who	o at your company handles? Name:	
Phone		
29. What is you	ur best A.M. rating (as of March 1, 2002)?	A+
	vay to query your database system to deter ed under their 6-month Open Entrollment pe	
If Yes, hov	w many of all policyholders 3/1/2002?	0
If Yes, who	o at your company would we contact for fut	ture queries?
Name		
Phone		
	vay to query your database system to deter ed under Balanced Budget Act Guarantee Is	
If Yes, hov	w many of all policyholders 3/1/2002?	0
Of these, h	how may were under 65 at time of issue?	0
If Yes, who	o at your company would we contact for ful	ture queries?
Name		
Phone		

Thursday, September 19, 2002 Page 15 of 33

NAIC#	66605				
27. What is you	ur standard pre-existin	g condition waiting p	eriod?	6	
,	ompany registered wit ne their Medigap Comp		dicare and Medio	caid Services to	
If Yes, wh	o at your company ha	ndles? Name:			
Phone					
29. What is you	ur best A.M. rating (as	of March 1, 2002)?	A+		
	vay to query your data ed under their 6-month	,		ndividuals were	<b>✓</b>
If Yes, how	w many of all policyhol	ders 3/1/2002?	1		
If Yes, wh	o at your company wo	ould we contact for fo	uture queries?		
Name	Bill D	awson (800) 523-	-5626		
Phone w	dawson@aegonus	a.com			
	vay to query your data ed under Balanced Bud				
If Yes, how	w many of all policyhol	ders 3/1/2002?	0		
Of these,	how may were under o	65 at time of issue?		0	
If Yes, wh	o at your company wo	ould we contact for fo	uture queries?		
Name					
Phone					

Thursday, September 19, 2002 Page 16 of 33

NAIC#	66869		
27. What is your	standard pre-existing condition waiting	g period? 6	
,	mpany registered with the Centers for Nethern Medigap Compare website?	Medicare and Medicaid Service	s to
If Yes, who	at your company handles? Name:	Debra L. Krall	(614) 677-3213
Phone kra	alld2nationwide.com		
29. What is your	best A.M. rating (as of March 1, 2002)	<sub>1?</sub> A+	
	ay to query your database system to de d under their 6-month Open Entrollment		vere 🔽
If Yes, how	many of all policyholders 3/1/2002?		
If Yes, who	at your company would we contact for	future queries?	
Name			
Phone			
	ay to query your database system to de d under Balanced Budget Act Guaranted		
If Yes, how	many of all policyholders 3/1/2002?	5	
Of these, he	ow may were under 65 at time of issue	? 0	
If Yes, who	at your company would we contact for	future queries?	
Name	Debra L. Krall (614) 67	7-3213	
Phone kra	alldnationwide.com		

Thursday, September 19, 2002 Page 17 of 33

NAIC#	68284	
27. What is you	r standard pre-existing condition waiting peri	od? 6
,	ompany registered with the Centers for Medic te their Medigap Compare website?	are and Medicaid Services to
If Yes, who	o at your company handles? Name:	
Phone		
29. What is you	ir best A.M. rating (as of March 1, 2002)?	3 <b>+</b>
	vay to query your database system to determed under their 6-month Open Entrollment peri	
If Yes, hov	v many of all policyholders 3/1/2002?	0
If Yes, who	o at your company would we contact for futu	re queries?
Name		
Phone		
	vay to query your database system to determ ed under Balanced Budget Act Guarantee Isso	
If Yes, hov	v many of all policyholders 3/1/2002?	0
Of these, h	now may were under 65 at time of issue?	0
If Yes, who	o at your company would we contact for futu	re queries?
Name		
Phone		

Thursday, September 19, 2002 Page 18 of 33

NAIC#	68462	_	
27. What is you	ur standard pre-existing condition wai	ting period? 12	
	ompany registered with the Centers for their Medigap Compare website?	or Medicare and Medicaid Service	s to
If Yes, wh	o at your company handles? Name:	Kyle D. Conrad	(800) 874-1431
Phone ko	conrad@unitrin.com		
29. What is you	ur best A.M. rating (as of March 1, 20	02)? A-	
	way to query your database system to ed under their 6-month Open Entrollm		vere
If Yes, how	w many of all policyholders 3/1/2002?	0	
If Yes, wh	o at your company would we contact	for future queries?	
Name			
Phone			
	way to query your database system to ed under Balanced Budget Act Guarai		
If Yes, how	w many of all policyholders 3/1/2002?	0	
Of these,	how may were under 65 at time of iss	sue? 0	
If Yes, wh	o at your company would we contact	for future queries?	
Name			
Phone			

Thursday, September 19, 2002 Page 19 of 33

NA	IC#	68500			
27.	What is your stand	ard pre-existing condition waiting period?		3	
		registered with the Centers for Medicare Medigap Compare website?	and Medicaid Se	ervices to	
	If Yes, who at you	ur company handles? Name:			
	Phone				
29.	What is your best <i>i</i>	A.M. rating (as of March 1, 2002)? B++			
		query your database system to determine er their 6-month Open Entrollment period?		uals were	✓
	If Yes, how many	of all policyholders 3/1/2002?	22		
	If Yes, who at you	ur company would we contact for future o	queries?		
	Name	Cynthia R. Petty (800) 264-4000			
	Phone cpetty@	cont-life.com			
gua	,	query your database system to determine er Balanced Budget Act Guarantee Issue F		dais word	<b>✓</b>
	If Yes, how many	of all policyholders 3/1/2002?	43		
	Of these, how ma	ay were under 65 at time of issue?	0		
	If Yes, who at you	ur company would we contact for future o	queries?		
	Name	Cynthia R. Petty (800) 264-4000			
	Phone cpetty@	cont-life.com			

Thursday, September 19, 2002 Page 20 of 33

NAIC#	69132		
27. What is your st	tandard pre-existing condition waiting p	eriod? 0	
,	pany registered with the Centers for Med heir Medigap Compare website?	dicare and Medicaid Service	s to
If Yes, who at	t your company handles? Name:	A. Ben Forrester	(800) 241-7598
Phone abfo	rres@smrome.com		
29. What is your b	est A.M. rating (as of March 1, 2002)?	B+	
,	to query your database system to dete under their 6-month Open Entrollment pe		vere 🔽
If Yes, how m	nany of all policyholders 3/1/2002?	1101	
If Yes, who a	t your company would we contact for fu	ture queries?	
Name	Randy Clark (727) 584-	8128	
Phone rand	y.clark@wakelyinc.com		
,	to query your database system to dete under Balanced Budget Act Guarantee I:		
If Yes, how m	nany of all policyholders 3/1/2002?	0	
Of these, how	v may were under 65 at time of issue?	0	
If Yes, who a	t your company would we contact for fu	ture queries?	
Name			
Phone			

Thursday, September 19, 2002 Page 21 of 33

NAIC#	69663			
27. What is you	r standard pre-existing	condition waiting perio	od?	0
	mpany registered with e their Medigap Compa	the Centers for Medica are website?	are and Medicaid Se	rvices to
If Yes, who	at your company han	dles? Name:		
Phone				
29. What is you	r best A.M. rating (as	of March 1, 2002)? A	++	
	, , , ,	base system to determ Open Entrollment perio		als were
If Yes, how	many of all policyholo	ders 3/1/2002?	21	
If Yes, who	at your company wou	uld we contact for futur	e queries?	
Name	John A. We	ynand (800) 531-80	00	
Phone jol	nn.weynand@usaa.	com		
	, , , ,	base system to determi get Act Guarantee Issu		
If Yes, how	many of all policyholo	ders 3/1/2002?	0	
Of these, h	ow may were under 6	5 at time of issue?	0	
If Yes, who	at your company wou	uld we contact for futur	e queries?	
Name				
Phone				

Thursday, September 19, 2002 Page 22 of 33

NAIC#	70629	_	
27. What is yo	our standard pre-existing condition wai	ting period?	0
,	company registered with the Centers f the their Medigap Compare website?	or Medicare and Medicaid	Services to
If Yes, w	who at your company handles? Name:		
Phone			
29. What is yo	our best A.M. rating (as of March 1, 20	002)? B+	
	way to query your database system to ued under their 6-month Open Entrollm		riduals were [
If Yes, he	ow many of all policyholders 3/1/2002?	0	
If Yes, w	ho at your company would we contact	for future queries?	
Name			
Phone			
	way to query your database system to sued under Balanced Budget Act Guara		
If Yes, he	ow many of all policyholders 3/1/2002?	0	
Of these	, how may were under 65 at time of is:	sue? 0	
If Yes, w	who at your company would we contact	for future queries?	
Name			
Phone			

Thursday, September 19, 2002 Page 23 of 33

NAIC	71412	
27. W	hat is your standard pre-existing condition waiting	period?
	as your company registered with the Centers for N pate in the their Medigap Compare website?	Medicare and Medicaid Services to
I	f Yes, who at your company handles? Name:	
Р	hone	
29. W	hat is your best A.M. rating (as of March 1, 2002)	? A
	there a way to query your database system to dentee issued under their 6-month Open Entrollment	
I	f Yes, how many of all policyholders 3/1/2002?	0
li	f Yes, who at your company would we contact for	future queries?
Ν	lame	
Р	hone	
	there a way to query your database system to dentee issued under Balanced Budget Act Guaranteence)?	
li	f Yes, how many of all policyholders 3/1/2002?	0
C	of these, how may were under 65 at time of issue	? 0
li	f Yes, who at your company would we contact for	future queries?
Ν	lame	
Р	hone	

Thursday, September 19, 2002 Page 24 of 33

NAIC#	71471	_	
27. What is you	ır standard pre-existing condition wait	ting period? 0	
,	ompany registered with the Centers for their Medigap Compare website?	or Medicare and Medicaid Service	es to
If Yes, who	o at your company handles? Name:	Donald K Lawler	(402) 398-0865
Phone le	gal@mutualprotective.co		
29. What is you	ur best A.M. rating (as of March 1, 200	<sub>02)?</sub> B	
	vay to query your database system to ed under their 6-month Open Entrollm		were 🔽
If Yes, how	w many of all policyholders 3/1/2002?	24	
If Yes, who	o at your company would we contact	for future queries?	
Name	Donald K. Lawler (402)	398-0865	
Phone le	gal@mutualprotective.co		
	vay to query your database system to ed under Balanced Budget Act Guarar		
If Yes, hov	w many of all policyholders 3/1/2002?	0	
Of these, h	how may were under 65 at time of iss	ue? 0	
If Yes, who	o at your company would we contact	for future queries?	
Name			
Phone			

Thursday, September 19, 2002 Page 25 of 33

NAIC#	78174				
27. What is you	r standard pre-existing cond	dition waiting period	?:	0	
	mpany registered with the e e their Medigap Compare w		e and Medicaid S	services to	
If Yes, who	at your company handles?	Name:			
Phone					
29. What is you	r best A.M. rating (as of Ma	rch 1, 2002)? A-			
	ay to query your database d under their 6-month Oper	,		duals were	<b>✓</b>
If Yes, how	many of all policyholders 3	/1/2002?	487		
If Yes, who	o at your company would w	e contact for future	queries?		
Name	Kara Bea	rd (317) 817-301	6		
Phone Ka	ara_Beard@conseco.co				
	ray to query your database d under Balanced Budget A				<b>V</b>
If Yes, how	many of all policyholders 3	/1/2002?	18		
Of these, h	now may were under 65 at t	ime of issue?	0		
If Yes, who	at your company would w	e contact for future	queries?		
Name	Kara Bear	d (317) 817-301	6		
Phone <b>K</b> a	ara_Beard@conseco.co				

Thursday, September 19, 2002 Page 26 of 33

NAIC#	79413	_	
27. What is you	ır standard pre-existing condition wait	ing period? 3	
	ompany registered with the Centers for the their Medigap Compare website?	or Medicare and Medicaid Service	s to
If Yes, who	o at your company handles? Name:	Victoria Ferrara	(215) 653-5642
Phone vi	ctoria_ferrara@uhc.com		
29. What is you	ur best A.M. rating (as of March 1, 200	<sub>02)?</sub> A	
	way to query your database system to ed under their 6-month Open Entrollmo		vere
If Yes, how	w many of all policyholders 3/1/2002?	0	
If Yes, wh	o at your company would we contact	for future queries?	
Name			
Phone			
	vay to query your database system to ed under Balanced Budget Act Guaran		
If Yes, how	w many of all policyholders 3/1/2002?	0	
Of these, I	how may were under 65 at time of iss	ue? 0	
If Yes, wh	o at your company would we contact	for future queries?	
Name			
Phone			

Thursday, September 19, 2002 Page 27 of 33

NA	C# 80314			
27. '	What is your standard pre-existing condition waiting period?	6		
	Has your company registered with the Centers for Medicare cipate in the their Medigap Compare website?	and Medicaid Service	s to	<b>7</b>
	If Yes, who at your company handles? Name:	Tammy O'Connor	(805) 480-7	7372
	Phone Tammy.O'Connor@wellpoi			
29.	What is your best A.M. rating (as of March 1, 2002)? A-			
	s there a way to query your database system to determine antee issued under their 6-month Open Entrollment period?		vere	
	If Yes, how many of all policyholders 3/1/2002?	0		
	If Yes, who at your company would we contact for future of	queries?		
	Name			
	Phone			
gua	s there a way to query your database system to determine antee issued under Balanced Budget Act Guarantee Issue France)?			
	If Yes, how many of all policyholders 3/1/2002?	0		
	Of these, how may were under 65 at time of issue?	0		
	If Yes, who at your company would we contact for future of	queries?		
	Name			
	Phone			

Thursday, September 19, 2002 Page 28 of 33

NAIC#	80578		
27. What is you	r standard pre-existing condition waiting	g period? 0	
,	ompany registered with the Centers for Note their Medigap Compare website?	Medicare and Medicaid Services	to $\square$
If Yes, who	o at your company handles? Name:		
Phone			
29. What is you	ur best A.M. rating (as of March 1, 2002)	)? A	
	vay to query your database system to deed under their 6-month Open Entrollment		ere 🗆
If Yes, hov	v many of all policyholders 3/1/2002?	0	
If Yes, who	o at your company would we contact for	future queries?	
Name			
Phone			
	vay to query your database system to de ed under Balanced Budget Act Guarantee		
If Yes, hov	v many of all policyholders 3/1/2002?	0	
Of these, h	now may were under 65 at time of issue	? 0	
If Yes, who	o at your company would we contact for	future queries?	
Name			
Phone			

Thursday, September 19, 2002 Page 29 of 33

NAIC#	86355		
27. What is you	r standard pre-existing condition waiting pe	eriod? 0	
,	ompany registered with the Centers for Medue their Medigap Compare website?	dicare and Medicaid Services to	
If Yes, who	o at your company handles? Name:		
Phone			
29. What is you	ur best A.M. rating (as of March 1, 2002)?	Α	
	vay to query your database system to detered under their 6-month Open Entrollment pe		
If Yes, hov	v many of all policyholders 3/1/2002?	0	
If Yes, who	o at your company would we contact for fu	ture queries?	
Name			
Phone			
	vay to query your database system to deter ed under Balanced Budget Act Guarantee Is		
If Yes, hov	v many of all policyholders 3/1/2002?	0	
Of these, h	now may were under 65 at time of issue?	0	
If Yes, who	o at your company would we contact for fu	ture queries?	
Name			
Phone			

Thursday, September 19, 2002 Page 30 of 33

NAIC#	91472	
27. What is you	r standard pre-existing condition waiting pe	riod? 2
,	ompany registered with the Centers for Medi the their Medigap Compare website?	icare and Medicaid Services to
If Yes, who	o at your company handles? Name:	
Phone		
29. What is you	ur best A.M. rating (as of March 1, 2002)?	A+
	vay to query your database system to deter ed under their 6-month Open Entrollment per	
If Yes, hov	v many of all policyholders 3/1/2002?	0
If Yes, who	o at your company would we contact for fut	ure queries?
Name		
Phone		
	vay to query your database system to determed under Balanced Budget Act Guarantee Is:	
If Yes, hov	v many of all policyholders 3/1/2002?	0
Of these, h	now may were under 65 at time of issue?	0
If Yes, who	o at your company would we contact for fut	ure queries?
Name		
Phone		

Thursday, September 19, 2002 Page 31 of 33

NAIC#	92916		
27. What is you	ur standard pre-existing condition waitir	g period? 6	
	ompany registered with the Centers for he their Medigap Compare website?	Medicare and Medicaid Service	s to
If Yes, wh	no at your company handles? Name:	Peter Hendee	(972) 569-3646
Phone p	hendee@torchmarkcorp.c		
29. What is you	ur best A.M. rating (as of March 1, 2002	2)? A+	
	way to query your database system to c ed under their 6-month Open Entrollmer		vere $\square$
If Yes, ho	w many of all policyholders 3/1/2002?	0	
If Yes, wh	no at your company would we contact fo	or future queries?	
Name			
Phone			
	way to query your database system to c led under Balanced Budget Act Guarante		
If Yes, ho	w many of all policyholders 3/1/2002?	0	
Of these,	how may were under 65 at time of issue	9? 0	
If Yes, wh	no at your company would we contact fo	or future queries?	
Name			
Phone			

Thursday, September 19, 2002 Page 32 of 33

NAIC#	TEMP1		
27. What is you	r standard pre-existing condition waiting p	period? 0	
	mpany registered with the Centers for Me e their Medigap Compare website?	dicare and Medicaid Services to	<b>V</b>
If Yes, who	o at your company handles? Name:	Chris VanGheem (920)	628-5529
Phone CI	hris_VanGheem@aal.org		
29. What is you	r best A.M. rating (as of March 1, 2002)?	A++Superior	
	vay to query your database system to detend under their 6-month Open Entrollment p		
If Yes, how	v many of all policyholders 3/1/2002?	0	
If Yes, who	o at your company would we contact for fu	uture queries?	
Name			
Phone			
	vay to query your database system to dete ed under Balanced Budget Act Guarantee I		
If Yes, how	v many of all policyholders 3/1/2002?	0	
Of these, h	now may were under 65 at time of issue?	0	
If Yes, who	o at your company would we contact for fu	uture queries?	
Name			
Phone			

Thursday, September 19, 2002 Page 33 of 33